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URBAN/MUNICIPAL
1989/90



Hamilton and District Chamber of Commerce

**1989
Annual
Report**

URBAN MUNICIPAL
APR 10
GOVERNMENT DOCUMENTS



**A
FORCE
FOR THE
FUTURE**



THE 1989 - 1990
OFFICERS, DIRECTORS & COMMITTEE CHAIRMEN
OF
THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

OFFICERS

PRESIDENT
EDMUND A. SHAKER, *Inch, Easterbrook & Shaker*
1ST VICE PRESIDENT
DONALD P. LUZZI, *CHML/CKDS Radio*
2ND VICE-PRESIDENT
JOHN WOOD, *Kent Tile & Marble Co. Ltd.*
TREASURER
WILLIAM A. H. FILER, *Filer Consultants Ltd.*
PAST-PRESIDENT
JOYCE MONGEON, *Joymarmon Limited*

COMMITTEE CHAIRMEN

BUSINESS DEVELOPMENT
G. PYLE, *National Trust Co.*
CORPORATE CHALLENGE
D. FITZGERALD, *A & B Catering Inc.*
DUNDAS DIVISION
A. MOURIOPOULOS, *Alexander Mourtiopoulos Lawyers*
EDUCATION & STUDENT SERVICES
E. PILON, *Hamilton Street Railway*
FINANCE AND TAXATION
L. ROTENBERG, *Kingsmill Ross McBratney*
GOVERNMENTAL AFFAIRS
W. HEATON, *Durward Jones Barkwell & Company*
HOSPITALITY INDUSTRY
D. GLOVER, *Mohawk College*
INDUSTRIAL RELATIONS
D. SWAYKOSKI, *Cold Metal Products Co. Ltd.*
INTERNATIONAL TRADE
W. KOSAR, *Wm. E. Kosar Barrister & Solicitor*
SPECIAL EVENTS
B. FORTUNE, *Nesbitt Thomson Deacon*
TRANSPORTATION
W. YOUNG, *Young's Funeral Home Service*
YOUTH TRUST/OLDER & DISPLACED WORKER COUNCIL
E. GOLKA, *Westinghouse Canada Inc.*

DIRECTORS

A. ADAM, *Stelco Steel*
J. BUSCHHAUSEN, *Peat Marwick Thorne*
T. M. CONOLEY, *Art Gallery of Hamilton*
W. DALTON, *Jean's Flower Shop*
D. FELL, *Fell-Fab Products*
DR. A. C. HEIDEBRECHT, *McMaster University*
J. HOLDITCH, *Dofasco Inc.*
D. G. HYSOP, *Westinghouse Canada Inc.*
B. LAW, *Chambers & Company Ltd.*
J. MICHALUK, *Royal Bank of Canada*
J. R. PIER, *Consultant*
E. SWANBOROUGH, *Mohawk College*
P. McCAMMON VIVIAN, *RE/MAX Advantage Realty Inc.*
J. WATSON, *Hamilton Automobile Club*

ONTARIO CHAMBER OF COMMERCE REPRESENTATION

E. C. IRVING, *Lloyds Bank of Canada*

CANADIAN CHAMBER OF COMMERCE REPRESENTATION

W. L. WALLACE, *Dofasco Inc.*

MANAGEMENT STAFF

EXECUTIVE DIRECTOR
DIRECTOR OF COMMUNICATIONS
DIRECTOR OF POLICY

L. L. KIRKBY
J. S. McDOWELL
K. G. DREWITT

HONORARY SOLICITOR: J. F. REESOR, Q.C.,
Lazier, Hickey, Langs, O'Neal
AUDITOR: ERNST & YOUNG
BANK: CANADIAN IMPERIAL BANK OF COMMERCE

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

"MISSION STATEMENT"

- To help build the economy of Hamilton and District;
- To serve as the voice of the business community of Hamilton and District;
- To provide a forum for the business community to develop opinions and programs which contribute to the social, economic and physical quality of life in Hamilton and District;
- To promote a society and economy based on private enterprise and concern for the individual;
- To communicate information on topical subjects of interest to the members;
- To facilitate business and social contact among members; and

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THE CHAMBER IN 1989



EDMUND A. SHAKER
President

This past year must be considered a benchmark year in the long and distinguished history of the Chamber.

To coincide with the beginning of my year as President, L. L. (Lee) Kirkby joined the organization as our new Executive Director. Notwithstanding the difficult issues which had to be addressed by the Chamber, Lee has continued to give the organization the quality of capable management which was firmly established by his predecessors, Reg Whynott, Burnie Gillespie and Jack Moore.

Early in my term a decision of major importance was made by your Chamber brought about by the fact that our lease in Jackson Square was expiring in one year. The board of directors saw this as an opportunity to improve our facilities and, at the same time, bring a new focus to one of our community's greatest resources, the waterfront, an area which has been identified as Greater Hamilton's "New Frontier". The Chamber has since leased the second floor of the Hamilton Yacht Club building. The new location will house the Chamber offices and will have complete dining room, lounge, meeting rooms and boardroom services in a spectacular and picturesque setting at the water's edge. It is our objective to be located there by mid June of 1990.

Attending to the many and varied details necessary to ensure a smooth transfer of the Chamber facilities to its new location on the waterfront has taxed the energies of our staff. Despite all this, however, during the year we again achieved wide recognition for the outstanding production of our President's Panel, Corporate Challenge, Outstanding Business Achievement Awards Dinner and many other events and services which our community has come to expect of us.

The backbone of the Chamber has always been its active committee structure and this year, no less than any other they excelled in attending to those various matters that are of vital concern to our business constituents as well as to our community at large. The impact of decisions from various levels of government on our lives has now

more than ever made the work of the Chamber, through its committees, of vital importance to all of us. The Chamber's responsibilities have grown and in order to fulfil its mandate, the Chamber itself must grow. Accordingly, steps have been taken to embark on a program to increase Chamber memberships.

It has been an objective of the Chamber this year to highlight the extraordinary potential for growth in this region and to encourage the participation by our leading citizens and institutions in taking an active interest in assisting our local government to achieve that growth. This year your Chamber has taken the lead by unveiling a proposal which we hope will ultimately result in Hamilton Airport becoming managed by an independent non-profit local airport authority. This is an initiative in keeping with the policy of the federal government which is to de-politicize local airports across the country, while at the same time, encouraging local control of those airports by placing them under the ownership and management of a local airport authority. Your Chamber has submitted its proposal to the Regional Airport Committee and I fully expect that we will have a positive response by the spring of this year. In the meantime, your Chamber has received letters of support from various segments of our community and there is clearly momentum growing in support of our proposal which I trust will not be ignored by our Regional Government.

"... THERE IS CLEARLY MOMENTUM GROWING IN SUPPORT OF OUR PROPOSAL WHICH I TRUST WILL NOT BE IGNORED BY OUR REGIONAL GOVERNMENT."

It has been a busy year but one which I have enjoyed immensely. As I conclude my term as President I wish to express my appreciation to the general membership for standing so solidly behind the Chamber and the community.

I have had the pleasure of working with a strong and hard working executive committee and an active and highly motivated board of directors, all of which was most gratifying in light of those difficult decisions that had to be made throughout the year. The extra energies put forward by both Kathy Drewitt and Jim McDowell along with all of the staff in the Chamber office cannot go without mention and I wish to recognize their total devotion throughout the year and thank them most sincerely.

The enthusiasm and effectiveness of volunteer community organizations has never ceased to amaze me and the Hamilton & District Chamber of Commerce is a prime example of how valuable a volunteer organization can be in the community in which it works. The Chamber will have an exciting first year in the 1990s under the leadership of Don Luzzi who has been of invaluable assistance to me throughout my year as president. His energies and professionalism will stand the organization in good stead as it faces the challenges and opportunities of the future.

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
(Incorporated without share capital under the laws of Canada)

BALANCE SHEET

AS AT DECEMBER 31, 1989
(with comparative figures for 1988)

	1989 \$	1988 \$
ASSETS		
CURRENT:		
Cash and short term deposits	\$ 58,357	\$ 73,117
Accounts receivable	222,863	165,789
Inventories	17,161	12,164
Prepaid expenses and supplies	10,556	13,847
Total current assets	308,937	264,917
FIXED (note 3):		
Furniture, fixtures and leasehold improvements	530,708	528,538
Less accumulated depreciation and amortization	493,158	284,469
Total fixed assets	37,550	244,069
	346,487	508,986
LIABILITIES		
CURRENT:		
Accounts payable and accrued charges	\$ 81,793	\$ 83,419
Fees received in advance	32,874	31,076
Total current liabilities	114,667	114,495
SURPLUS	231,820	394,491
	346,487	508,986

See accompanying notes

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF REVENUES AND EXPENSES AND SURPLUS**

YEAR ENDED DECEMBER 31, 1989
(with comparative figures for 1988)

	1989 \$	1988 \$
Revenues:		
Membership fees	\$398,342	\$361,024
Membership directory and special publications – net	53,347	40,187
Group insurance	18,261	15,135
Other including investment income	21,626	13,366
Total revenues	<u>491,576</u>	<u>429,712</u>
Expenses:		
Secretariat expenses	335,459	330,603
Club operations	142,582	112,457
Total expenses	<u>478,041</u>	<u>443,060</u>
Excess (deficiency) of revenues over expenses before additional provision for amortization of leasehold improvements	13,535	(13,348)
Amortization of leasehold improvements (note 3)	<u>(176,206)</u>	<u>—</u>
Deficiency of revenues over expenses for year	(162,671)	(13,348)
Surplus at beginning of year	<u>394,491</u>	<u>407,839</u>
Surplus at end of year	<u>\$231,820</u>	<u>\$394,491</u>

See accompanying notes

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF CASH FLOWS**

YEAR ENDED DECEMBER 31, 1989
(with comparative figures for 1988)

	1989 \$	1988 \$
Cash provided by (used in) operations:		
Deficiency of revenues over expenses for year	(162,671)	13,348)
Add depreciation and amortization which do not require a cash payment	208,689	34,043
	<u>46,018</u>	<u>20,695</u>
Changes in components of operating working capital providing (reducing) cash		
Accounts receivable	(57,074)	26,463
Inventories	(4,997)	6,755
Prepaid expenses and supplies	3,291	346
Accounts payable and accrued charges	(1,626)	17,628
Fees received in advance	1,798	(140,818)
	<u>(12,590)</u>	<u>(68,931)</u>
Cash used in operations	<u>(12,590)</u>	<u>(68,931)</u>
Purchase of fixed assets	<u>(2,170)</u>	<u>(11,480)</u>
Decrease in cash during the year	(14,760)	(80,411)
Cash and short term deposits at beginning of year	<u>73,117</u>	<u>153,528</u>
Cash and short term deposits at end of year	<u><u>58,357</u></u>	<u><u>73,117</u></u>

See accompanying notes

AUDITORS' REPORT AND NOTES TO FINANCIAL STATEMENTS

Ernst & Young

AUDITORS' REPORT

To the Directors and Members of
The Hamilton and District Chamber of Commerce

We have examined the balance sheet of The Hamilton and District Chamber of Commerce as at December 31, 1989 and the statements of revenues and expenses and surplus and cash flows for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of The Hamilton and District Chamber of Commerce as at December 31, 1989 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Ernst & Young

Hamilton, Canada,
February 20, 1990.

Chartered Accountants

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 1989

(1) Summary of significant accounting policies -

(a) Basis of accounting:

The accrual basis of accounting is used in the preparation of the financial statements. Under this method, membership revenues and expenses are recorded in the year to which they relate and other revenue is recorded when earned.

(b) Inventories:

The inventories consist of food and bar supplies held for resale and are valued at the lower of cost and net realizable value with cost determined on a first-in, first-out basis.

(c) Fixed assets:

Fixed assets consisting of furniture, fixtures and leasehold improvements, are recorded at cost less accumulated depreciation and amortization. Gains or losses on the disposal of fixed assets are included in the statement of revenues and expenses and the cost and accumulated depreciation and amortization related to these assets are removed from the accounts.

Depreciation of furniture and fixtures is computed at 10% of cost on a straight-line basis and amortization of leasehold improvements is provided on a straight-line basis over the estimated term of the lease [note 3].

Expenditures for repairs and maintenance are charged to operations as incurred.

(2) Change in facilities -

In 1980 the Chamber agreed to lease its present facilities for a ten year period ending May 31, 1990 with a further ten year renewal option.

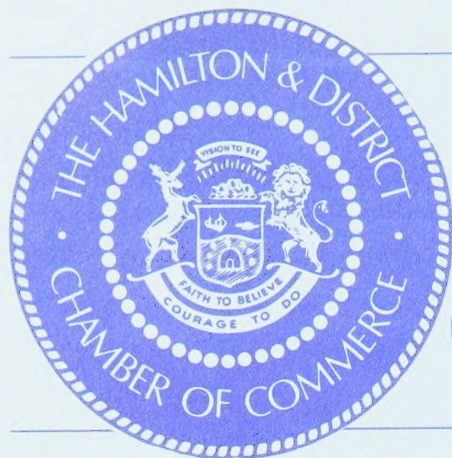
In 1989 the Chamber announced its intention to relocate its facilities to the Hamilton Yacht Club effective June 1, 1990 and the new facilities will be leased for a seven year period with a three year renewal option. The minimum annual rental at the new location is expected to be \$142,000 per annum.

(3) Fixed assets and accumulated depreciation -

	1989			1988
	Cost \$	Accumulated depreciation and amortization \$	Net depreciated value \$	Net depreciated value \$
Secretariat:				
Furniture and fixtures	46,433	39,044	7,389	9,159
Leasehold improvements	11,165	10,700	465	6,373
	57,598	49,744	7,854	15,532
Club:				
Furniture and fixtures	124,098	108,944	15,154	25,336
Leasehold improvements	349,012	334,470	14,542	203,201
	473,110	443,414	29,696	228,537
	530,708	493,158	37,550	244,069

As a result of the decision to relocate the Chamber's facilities, the amortization of leasehold improvements has been adjusted in 1989 to a term of 10 years by a special charge of \$176,206. Leasehold improvements were being amortized over an estimated lease term of 20 years.

**FOR THE
HAMILTON AND DISTRICT
CHAMBER OF COMMERCE
AS AT
DECEMBER 31, 1989**



"FOR THE RECORD"

THE ACTIONS OF THE COMMITTEES OF THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE ON BEHALF OF — AND FOR THE BENEFIT OF — ITS MEMBERS AND THE COMMUNITY

★ THE FOLLOWING IS BY NO MEANS COMPLETE. IT IS INTENDED ONLY AS A GUIDE AND A HISTORICAL RECORD OF THE WIDE-RANGING ACTIVITIES OF THE CHAMBER DURING THE PAST TWELVE MONTHS. HOWEVER, IT WILL CLEARLY REFLECT THE AREAS WHICH WERE OF GREATEST CONCERN TO THE ORGANIZATION AND OUTLINE THE ACTIONS AND POSITIONS TAKEN BY THE MEMBERSHIP IN AN EFFORT TO RESOLVE THEM.

AMBASSADOR CLUB

J. MONGEON

Chairman

- 1989 was the first year for this specially mandated club. These dedicated volunteers undertook to meet with new Chamber members and familiarize them with the total organization, its structure, programs and services.
- The club met bi-monthly since its formation and co-ordinated its representation at all major Chamber functions; developed an identity badge; and reporting forms.
- Members of the club adopted a major focus for Chamber membership growth and established a target of a 100% increase in total membership over the next five years.

BIDS (BUSINESS/INDUSTRY DEVELOPING SKILLS) COMMITTEE

R. BOOK

Chairman

- This Chamber committee has as its primary task the responsibility of acting as a liaison between the Chamber (and its members) and Hamilton-Wentworth STAC (Skills Training Advisory Committee).
- The committee is comprised of the chairman of four (4) identified standing committees: Business Development, Education & Student Services, Hospitality & Tourism, Industrial Relations.
- To acquaint themselves with the problems of skills shortages in the community, the committee met during the year with R. Milbourne (Vice President/Manufacturing Stelco Steel) and L. Moore (Executive Director STAC).
- Represented the Chamber at "Dialogue '89"
- Studied two STAC requests for assistance with S.W.A.P. (Student Workplace Apprenticeship Programme) and CATERBASE.
- Developed a "Mission Statement" and accompanying objectives to guide their activities.
- Utilized Panorama magazine to introduce the committee and its aims and objectives to Chamber members.

BUSINESS DEVELOPMENT

G. PYLE

Chairman

- Hosted an enormously successful "Outstanding Business Achievement Awards Dinner" with over 800 members of the area's business community in attendance. The award winners were THE COPPLEY

GROUP (large business category) and FORTRON INC. (small business category). FORTRON INC. ultimately advanced to win an Ontario Award from the Ontario Chamber of Commerce.

- Guest speakers, at monthly meetings, addressed the following topics: High Density Residential Study of Downtown Hamilton; The New Small Business Advocate in Provincial Government; Canada Post; Regional Government's Economic Development Strategies; The Role of STAC in the 1990's; and a presentation from the winner of the FBDB's "Young Entrepreneur of Canada Award".
- In conjunction with the City of Hamilton, the FBDB and area BIA's, co-sponsored a small business seminar during Small Business Week.
- On a monthly basis, hosted "BUSINESS AFTER BUSINESS" networking receptions at member businesses.
- Reviewed and recommended positions to be taken on policy papers being considered at the Ontario and Canadian Chamber Annual Conventions.
- Supported and assisted with programs and communications of the newly created "Business Improvement Areas Council".
- Represented the Chamber on the BUSINESS LAND USE ADVISORY COUNCIL and THE URBAN DESIGN COMMITTEE of the City of Hamilton, which advise on land use and zoning issues in the area.
- Monitored the development and supported the concept of a business incubator centre in Greater Hamilton. The centre is designed to assist small business entrepreneurs get their business started in the region.

CORPORATE CHALLENGE

D. FITZGERALD

Chairman

- Organized and hosted the 6th annual "Corporate Challenge" which attracted 100 teams (20 persons per team) from area business, industry and community organizations.
- Maintained the necessary partnership with the City of Hamilton Culture & Recreation Department (which was responsible for the physical and technical arrangements of the 10 events) and with McMaster University (the site for Corporate Challenge) to ensure the success of the day.
- Co-ordinated a special "Volunteer Appreciation Night" and awarded the "J. N. (Joe) Hunter Builder Award" which recognizes the volunteer contributions of a team organizer, participant or volunteer who was judged to have played a significant role in the overall success of the event. Mr. Hunter was the first chairman of Corporate Challenge and passed away in 1985.
- Committee members toured other Corporate Challenge centres in Ontario for the purpose of finding new techniques and approaches to organizing this outstanding event.



CORPORATE CHALLENGE



CONVENTION
AMBASSADOR AWARDS

1989/1990
AN
ALL-STAR
YEAR



OUTSTANDING BUSINESS
ACHIEVEMENT AWARD
(LARGE BUSINESS)



A NEW HOME FOR YOUR
CHAMBER OF COMMERCE

DUNDAS DIVISION

A. MOURIOPOULOS

Chairman

- Continued to press town council to examine the benefits of a ward system for municipal election purposes. At year's end, council had agreed to place the entire question before the voters at the time of the next election (1991). A special plebiscite on the ward system issued will be a part of the next ballot.
- Hosted a most successful "Small Business Income Tax Seminar" specifically designed for small business owner/operators.
- In the fall and spring of 1989 the division continued to participate both financially and by providing class leaders in "Project Business" (a program of Junior Achievement). The two sessions were conducted in Dundas public schools.
- Continued to operate the farmer's market for the benefit of all residents of the community. The market operates every Thursday in Memorial Square (downtown).
- Arranged and hosted the lighting ceremonies of the town's official Christmas tree. An estimated 450 people were in attendance. Other partners in the project were the Town of Dundas and the Dundas B.I.A. 1989 was the 15th year the division has hosted these ceremonies.
- Recommended that the Town of Dundas consider undertaking a traffic study of the community. A year's end positive action in that direction had been taken.
- In November, the division met with his Worship Mayor John Addison to seek his views on issues of mutual concern, and also to hear him speak of his vision of the future for the town.

EDUCATION & STUDENT SERVICES

E. PILON

Chairman

- Organized another very successful "Career Day" program for over 800 Grade 11 secondary school students from all three boards of education.
- Sponsored an area student to the "Forum For Young Canadians" in Ottawa. The program provides participating students with an overview of Canada's parliamentary system of government.
- Sponsored and presented the J. G. Smith Award to a Mohawk College student who was judged to have submitted the best written essay on an aspect of Canada's economic system.
- Approved 25 applications for the Ontario Chamber of Commerce/Province of Ontario "Student Venture Capital" program which is designed to assist young entrepreneurs start and operate their own business during the summer months. The program is co-sponsored by the Royal Bank of Canada.
- Maintained representation on the board of directors of the Industry-Education Council of Hamilton-Wentworth.
- Co-sponsored with the Industry-Education Council, the Ontario Co-operative Education Association, and the Skills Training Advisory Committee, CAREER SYMPOSIUM '89.
- Continued to support JUNIOR ACHIEVEMENT by selecting and presenting the annual "PRESIDENT" and "COMPANY OF THE YEAR" Awards.
- Participated in the judging of the "WALTER CLARKE OUTSTANDING TEACHER AWARD", presented annually by the Ontario Secondary School Teachers Federation.
- Monthly committee meeting speakers addressed the following subjects: Hamilton's bid for the World Co-op Education Conference; Technical Trades Funding Shortages; The Role of a Trustee; and the winner of the Chamber Scholarship to the Forum for Young Canadians.
- Maintained representation on the Hamilton-Wentworth Co-operative Education Advisory Committee.
- Organized classroom presentations on various business related subjects: "ENTREPRENEURSHIP", "HOW TO START A SMALL BUSINESS", "BUSINESS ISSUES", and "SKILLS TRAINING NEEDS OF BUSINESS TOMORROW".

- Developed and promoted an Ontario Chamber of Commerce resolution on improvements to apprenticeship training in Ontario.

FINANCE & TAXATION

L. ROTENBERG

Chairman

- Heard from a wide range of local community representatives on various topics at their regular monthly meetings: The Social Implications of the 1989 Federal Budget; The Proposed G.S.T.; The Role of the Federal Business Development Bank in Providing Financing for Small Business; and Pension Reform.
- Monitored the proposed Goods and Services Tax (GST) and represented members' views on the tax at the Annual Convention of the Canadian Chamber of Commerce. The committee also developed a program of action for the purpose of informing the membership on the implication and impact of the tax.
- Continued to press both the federal and provincial governments to cut spending, reduce their deficits, and simplify the tax structure.
- Reviewed then recommended positions to be taken by the Hamilton and District Chamber on issues relating to taxation and other financial matters being presented at the annual meetings of the Ontario and Canadian Chambers of Commerce.
- Provided the membership with an updated year-end tax check list.
- Provided representatives to represent the Chamber to the area media on "Budget Nights" throughout the year.

GOVERNMENTAL AFFAIRS

W. HEATON

Chairman

- Organized and hosted the annual "State of the Region" address delivered by Regional Chairman Reg Whynott.
- Hosted an "Elected Representatives Reception" to allow Chamber members the opportunity of meeting their elected representatives at all levels of government.
- Speakers at monthly meetings addressed the following subjects: The Canadian Industrial Innovation Centre; The New Consumer Business Practices Act; The Long Range Implications of the Federal Budget; Ontario Hydro's Long Range Plans for Energy Options; New Development Plans/Programs at the Royal Botanical Gardens; and announced plans for development of Hamilton Harbour Commission property.
- Monitored progress being made by the Province of Ontario Social Assistance Review Committee as it pertained to proposed changes to the structure and delivery of social assistance, minimum wage, and other recommendations affecting unemployed people in Ontario.
- Developed a Chamber position in opposition to proposed Bill 149 an act to amend the Trespass to Property Act.
- Began developing a policy paper relative to the future of Hamilton's waterfront from Cootes Paradise to Stoney Creek.
- Hosted a membership breakfast with the Honourable David Crombie at the guest speaker. Mr. Crombie is the Royal Commissioner for the Toronto Waterfront.
- Reviewed policy recommendations to be considered at the annual meetings of the Ontario and Canadian Chambers of Commerce and gave direction as to the position the Hamilton and District Chamber should take on each resolution.

HOSPITALITY & TOURISM

D. GLOVER

Chairman

- Organized a most successful "National Tourism Awareness Week", May 15-21, 1989 which included the following activities: On Air Breakfasts Served to Radio Show Hosts; 1989 Baby Tourism Ambassador; Open Houses at Tourist Attractions; Mystery Bus Tour of Area Attractions; Annual Convention Ambassador Awards Banquet

- and Marketplace Reception (which recognized residents who were successful in bringing a convention to the community); The Presentation of a Cake to Regional Council shaped in the form of a Cheque in the amount of \$227 million (the value of the visitor industry to the community). The cake was baked by students in the food and beverage courses sponsored by the Skilled Trades Advisory Committee; organized an Airport Tour and Luncheon at the Warplane Heritage Museum with guest speaker the Honourable Shirley Martin (Junior Minister of Transport).
- Promoted the "Hospitality with Excellence" training program for the industry's front line staff.
 - Provided input to policy recommendations related to tourism which were being placed before the Annual Conventions of the Ontario and Canadian Chambers of Commerce.
 - Maintained a liaison with other Hospitality & Tourism related groups in the region (i.e. Regional Tourism Marketing Advisory Committee, the Convention and Tourism Update Committees, the Advisory Committee for Hospitality Courses at Mohawk College, and Festival Country Travel Association).
 - Provided support and guidance to the Hospitality Committee of Hamilton-Wentworth Skills Training Advisory Committee (STAC) and Mohawk College in the development of CATERBASE (a unique on-the-job training program for front-line hospitality employees) which is being offered for the first time in North America. Another Greater Hamilton first.
 - Opposed the provincial government's move to close tourist information centres on Highway #401 and used the Chamber's networking ability to encourage other communities and organizations to take similar action.
 - Were updated continually on various initiatives impacting on the industry: The Hamilton Air Show; The Hamilton Region Conservation Authority's proposed Brightside Park; The awarding of the Annual Convention of the Canadian Society of Association Executives to Hamilton; the creation of a Taxi Advisory Task Force; and the introduction of the CATERBASE Training Program.

INDUSTRIAL RELATIONS

D. SWAYKOSKI *Chairman*

- Presented the views of the Greater Hamilton Business Community to all levels of government on issues of major concern (i.e. Smoking in the Workplace, Occupational Health and Safety, and the proposed creation of a Labour Adjustment Centre).
- Monitored all legislation impacting on employer/employee relations.
- Conducted valuable surveys of the membership on the following subjects: Vacation Policy; Kilometer Expense; Employer Paid Holidays, etc. The results were then distributed through various Chamber publications.
- Sponsored a second "Sales and Clerical Salary Survey" which was made available to members on request.
- Organized and hosted a series of seminars on "Substance Abuse in the Workplace" and "Amendments to the Workers' Compensation Act".
- Represented the Chamber on the Labour Advisory Council; The Local Chapter of I.A.P.A.; and the Alcohol and Drug Awareness Committee.
- Monitored developments surrounding the proposed community-based Labour Adjustment Centre.

INTERNATIONAL TRADE

W. KOSAR *Chairman*

- Participated in activities and promotions associated with Canadian Export Trade Month (October).
- Organized an extremely successful International Trade Breakfast which featured trade commissioners from a number of Pacific Rim countries.
- Hosted several informative speakers at monthly committee meetings who addressed the following topics: The C.A.N.-AM Business Council

(Buffalo Chamber of Commerce; Transportation Consulting Services for Local and Export Markets; the International Trade Centre Services; and several representatives from Canadian and European consulates).

- Maintained liaison with the International Business Committee of the Flint, Michigan Chamber of Commerce.
- Continued to monitor the Canada/U.S. Free Trade Agreement and determine what pressures were being placed on area business due to the agreement.
- Hosted a trade delegation from Hungary and arranged for them to meet with other business leaders.
- Represented the Chamber at various other functions related to international trade.

SPECIAL EVENTS

B. FORTUNE *Chairman*

- Organized a successful "SKI DAY" for members and their guests.
- Organized several dinner/theatre nights: South Pacific; David Copperfield; Harry Belafonte; Disney on Ice.
- Hosted "Secretaries Week" in the Chamber Club with special assistance provided by these members: Lime Ridge Mall and F. B. Smith/McKay Florists.
- Hosted the Chamber's Annual Curling Bonspiel.
- Organized the largest "President's Golf Tournament" ever held.
- Arranged a "Mixed Two-Ball Golf Tournament" for members and their guests.
- Co-ordinated a joint Chamber of Commerce Week celebration with the Burlington, Flamborough and Stoney Creek Chambers of Commerce.
- Helped to co-ordinate an Ontario-wide "Chamber of Commerce Night with the Blue Jays". More than 2,700 Chamber of Commerce members from across Ontario attended.
- Sponsored Chamber of Commerce Night with the Hamilton Red Birds.
- Arranged a "Night at the Races" at Flamboro Downs for members and their guests.
- Conducted a successful tour of Chubb Securities to inform members of state-of-the-art security systems for business and home use.

TRANSPORTATION

WM. YOUNG *Chairman*

- Focused heavily on the promotion and encouragement of expanded air and ground services to and from Hamilton Airport.
- Supported President Ed Shaker's initiative which proposed the creation of a "Local Airport Operating Authority" for the purpose of administering the airport (see the President's report for further details).
- Held a joint meeting with the Burlington Chamber of Commerce for the purpose of discussing common concerns relative to GO Transit, Q.E.W. reconstruction, Highway #403 completion, Hamilton Airport and other issues.
- Participated in the public input process regarding the proposed Hamilton Perimeter Road, the proposed redevelopment of Main Street West, and the road reconstruction of King Street East.
- Monitored and supported the community in its efforts to increase GO train service.
- Continued to represent the interests of the business community on the Hamilton Harbour "Remedial Action Plan Committee".
- Co-ordinated a familiarization tour of Hamilton Harbour in co-operation with the Hamilton Harbour Commission.
- Hosted delegations and received presentations from a variety of industry experts on all modes of transportation.

YOUTH TRUST & OLDER & DISPLACED WORKER COUNCIL

L. GOLKA

Chairman

- Both of these specialized committees continued to operate in 1989. Their primary mandates are to keep abreast of unemployment trends among area youth (ages 16 to 24) and older & displaced workers (aged 35 and over).
- During the year they also stayed on top of various government programs designed to assist both of these groups.
- Recommended to the Chamber methods through which it could assist in relieving the unemployment problem with both groups.
- Maintained an on-going liaison with the following community groups associated with unemployment in both sectors: Canada Employment Centres; Hamilton-Wentworth Regional Social Services; Boards of Education; Citizen Action Group; Youth Employment Centre; Hamilton Help Centre; Ministry of Skills Development.

- In 1989 Youth Trust revised its mandate to meet changing trends in the youth employment market.
- Youth Trust endorsed the introduction of a "Mentor Program" for implementation in spring 1990.
- Youth Trust conducted a survey of Chamber members as to their willingness to participate in a "Job Fair" (an opportunity to meet prospective new employees).
- The Older & Displaced Worker Council (O & DWC) participated in, and recommended upon, the proposed local Labour Adjustment Centre and a proposed Older Worker Fund.
- Liaised with Hamilton-Wentworth STAC (Skills Training Advisory Committee) for the purpose of assisting where possible with programs and projects of mutual interest.
- O & DWC developed its own mandate which was specifically designed to assist Older & Displaced Workers.
- Both Youth Trust and the O & DWC continued to promote their objectives, when appropriate, through Chamber publications.

'New frontier' Use your leverage
C of C moving operations to yacht club the policy
HAMILTON'S chamber of commerce is moving to the waterfront. The 1,800-member business group will relocate its operations to Jackson Square but hopes the yacht club will entice greater use of its facilities, particularly in the evenings. Club president David Blanchard said he looks forward to a progressive partnership with the chamber. "This sharing of one facility by two very high profile and well respected community organizations offers potential benefits to both."

CORPORATE CHALLENGE
It's time to go private
Coppley Group wins
With airport, group says
The last several councils have discussed it, but decided not to pursue it. The Coppley Group wins the award for its own contribution to the waterfront — a unique which is well tuned to the needs of the area.

Chamber of Commerce targets control of Mt. Hope
poll finds businesses upset
by tax, economic policies
ROSS LONGBOTTOM
The Spectator
Councillor Art Samson
BY DOUG LEFAIVE
The Spectator
HAMILTON AIRPORT must be run as a private business by a local non-profit group if it and the region are to prosper, the president of the Hamilton and District Chamber of Commerce says.